

TRUCK SALES SHOW INCREASE; ALL DEALERS ARE OPTIMISTIC

Eight Big Motor Vehicles Sold Here This Week—Former Studebaker Salesman Buys One for Himself—Running Short of Buicks—Hoagland Reports Light Used Cars Scarce—Dodge "Movies" Coming.

ONE of the features of the week's automobile business in El Paso has been the large number of sales of commercial motor vehicles reported. The Valle agency disposed of three two-ton Vellie trucks to one local firm. The Southern Motor company reports the sale of a two-ton Republic while the Lone Star Motor company delivered a two-ton Federal. The Nauman Motor Sales company made three G. M. C. deliveries.

El Paso firms are leading more and more to the use of motor vehicles for their transportation service in and near the city and truck sales are steadily increasing.

The Lone Star Motor company reports a brisk demand for Smith Form-A-Trucks which it is unable to fill, owing to the lack of parts, while Mark & Young have several orders ahead for the Amazon attachment but are held up by inability of the factory to secure rear axles. A carload of Amazons will leave the factory on Tuesday and this should serve to fill a part of the local demand.

Wants Truck Dealer.
S. C. Harvey, of the Lippard-Stewart Truck company, of Buffalo, N. Y., is in the city in an effort to place a local agency for his firm. Mr. Harvey has just returned from a trip over the country, and is looking for a man to handle the business of the Lippard-Stewart trucks which is now in army service and claims that it is making a better record than any other truck with the quartermaster's train.

West Texas Motor Company.
W. Barrett, of the Chalmers service department, is spending a few days with the El Paso Auto Sales company and manager H. W. Deason asks that all Chalmers owners bring their cars around for an inspection.

The West Texas Motor company announces that it has taken the agency of the Jordan, known as the "luxury car," and a carload will arrive here next week.

International to Move.
The International Auto company has received the first carload of Kipler cars and they will be on display Monday. The International will move next week to its handsome new home at 501 Texas street.

The Southern Motor company has added a big stock of Republic truck parts as the number of Republics in the southwest has warranted the carrying of a full line.

The steadily increasing business of the local branch of the B. F. Goodrich Rubber company has resulted in further increase to the staff and manager C. K. Chapin states that October will set another new business record.

Excellence Buys Car.
There is an old saying that a restaurant man never eats in his own restaurant. However that may be, an automobile salesman has been found who has purchased a car similar to the machines he was selling a few months ago. Eugene Ferguson had real faith in the Studebaker when he was a member of the Elliott-Garrett staff and he has demonstrated that faith by buying a car for himself this week. He gets a Studebaker "four" roadster.

Fred G. Hoagland states that business is so good in the used car line that he is again having difficulty in getting a stock of cars. However, he has gathered a good assortment for the exhibition sales and promises that he will set some selling records. He is still on the lookout for light used cars and states that the demand for them is far in excess of the supply.

Ramming Expects Buick Sales.
The El Paso Buick company failed to receive any cars this week, but manager R. M. Ramming is holding on to a "six" and a "four" which will be shown at the exposition. He looks for the Buick sedan to arrive early in the week, and will then place it on display at the auto show. Mr. Ramming is getting his sales room fixed up and states that the Buick house will soon be one of the finest in the city.

Delays in the contract in finishing the new home of the Cadillac Sales company on Montana street has again delayed manager C. P. Henry in getting into the new home of the popular "V-8." However, he is now hopeful that he will be able to make use of his new salesroom early in the week.

Three carloads of Vellies reached St. Louis this week and he will be able to make frequent changes of his exhibit at the auto show and have something striking to offer each time.

Notes for Show Week.
The Lone Star Motor company is arranging a special feature for auto show week and starting Monday evening will have a night exhibit of the Pearl Valley Dodge movies and the Hudson slanting. Pike's Peak each evening. Tickets for these shows, always well patronized, will be on hand at the Lone Star booth in the automobile building at the exposition.

When the advance man of the Alti-Barnet crowd was in town this week he paid a visit to the Lone Star Motor company and informed manager E. G. Perry that there are five Dodge chassis used in the Barnes show to carry the animal cages in the parade while the "band wagon" claimed to be the largest in existence, is a Dodge. This chassis has carried five hales of cotton and 60 men at one time. Mr. Perry is naturally waiting for the arrival of the circus and states that he will not have to avail himself of the more-buicked expense to account for his presence at the show.

Increase Maxwell Shipments.
In an effort to meet the demand for Maxwells, the Buick Motor company has placed an order with the Maxwell factory to increase shipments to El Paso to 60 cars per month. This means that the company will have to sell about three cars every business day but both members of the firm declare that there will be no trouble in doing this. At present they are out of cars but seven carloads are now en route here.

George Sherman, representing the Maxwell factory, and C. McDonald, of the El Paso Buick company, will be with the Buick Motor company for show week.

Harry P. Prescott, of the Lurt Sales department, spent a couple of days in El Paso this week.

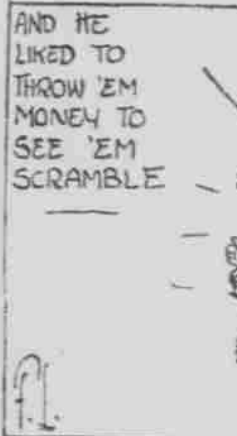
H. A. Arthur, of the Red sales force, is now in the city to place a local agency for a new European line.

Under is Busy.
Overloading of cars for exposition visitors who motor into the city for the big fair will be causing Charles Rader, who states that he has heard from several out of town motorists who

THERE WAS A TIME

THERE WAS A TIME - WHEN JONES USED TO LOOK WITH ROSY EYES UPON THE WHOLE WIDE WORLD

AND HE LIKED TO THROW 'EM MONEY TO SEE 'EM SCRAMBLE



BY FRED LOCHER

PARTICULARLY THE KIDS

GEE AIN'T IT GREAT TO BE A KID

BUT THAT WAS BEFORE THEY USED THE BACK OF HIS AUTO-MOBILE FOR A SIGN BOARD



Sales and Deliveries

Reports of the El Paso Automobile Dealers for the Current Week.

Police and Hupps Coming.
The Toltell Motor company will receive a carload of Paines and one of Hupps late tonight. Arrangements have been made to unload these cars early on Sunday as manager Compton wants to display a model of each at the auto show while customers are already waiting for the other cars. A second carload of each make is due on Tuesday.

The demand for both Paines and Hupps has been so brisk that we are simply unable to take care of all the orders offered us," said Mr. Compton. "We lost three chances for sales this week simply because we couldn't make immediate deliveries. I'm taking steps to remedy this and we'll have the cars at all times after this. Both factories are endeavoring to cooperate in getting us the cars as fast as we want them."

Visitors Appreciate Stunt.
The little stunt of the Toltell Motor company in advertising an offer of its services as El Paso headquarters for exposition visitors has had the effect of bringing in many letters and telegrams asking that the company make hotel reservations and other arrangements. Mr. Compton states that he was able to take care of all the requirements of his out of town friends.

The Quick Tire Service is making a special effort to care for exposition visitors who come here in their cars. Manager D. C. Booth has given instructions

that tire service is to be rendered there visitors anywhere and any time they please that his red service car will "be on the jump" during the big show.

Mr. Johnson reports big business for both El Paso and Ford special tires the first week he has been in the tire business. In fact, business was so good that Mr. Johnson "sold out" early in the week and he has since been anxiously waiting the arrival of more carloads of tires and tubes from the factory. The first shipment was shipped up within three days after the opening. "Don't tell me that southwestern motorists don't know tire bargains," said Mr. Johnson.

The Lone Star Motor company unloaded three carloads of Chalmers this week, as well as several carloads of Dodge Brothers cars. Notwithstanding the heavy shipments of both of these cars, the Lone Star Motor company has numerous orders on file unfilled.

Get Las Cruces Agency.
Mr. Smith and Mr. James, of the Smith Mercantile company, the new Dodge Brothers agents in Las Cruces, N. M., were in the city this week and took back with them a Dodge Brothers touring car for their exhibit at the Las Cruces fair. They have entered their order for a carload of Dodge Brothers cars for immediate shipment, and are very enthusiastic over the car.

W. R. Hall, accessory manager of the Tri-State Motor company, returned to the week from St. Louis, where he attended the annual convention of the National Association of Automobile Accessory Jobbers. This association comprises 90 percent of the big accessory jobbers of the country and by attending its sessions, Mr. Hall was able to get in touch with several new lines of accessories for which he has closed contracts. Shipments of these goods are now en route and he looks for a brisk business in the new lines for the 1917 season.

Back from Holidays.
R. M. Fritchett, of the Tri-State staff, has returned from a holiday trip to his home at Pittsburgh, Kansas, and Kansas City and Chicago. W. E. O'Neil is also back from a vacation, spent with his parents at Dallas.

R. C. Lay, S. A. Thompson and Ernest Farr, of the Firestone tire department, have left for Akron, O., to attend a big convention of Firestone dealers and salesmen. They will be joined at Akron by president J. W. Kirkpatrick, of the Tri-State, who will spend a day at the convention and then proceed to Detroit in an effort to have the Ford Motor company greatly increase its shipments to the El Paso territory.

J. T. Baker, of the Western Motor Supply company, returned from a business trip to Columbus this afternoon.

W. H. Zedak, of the Western Motor Supply company's staff, is expected back next week from a month's vacation in the east.

GOODYEAR MANAGER IS BACK FROM CONFERENCE.
T. J. Fitzgerald, manager of the local Goodyear branch, has returned from the most successful sales conference in the history of the Goodyear Tire and Rubber company, when the district branch managers from all over the country assembled at Akron, Ohio, to discuss Goodyear policies and prospects for 1917. The wonderful record for the present year was reviewed and plans formulated for the keeping of Goodyear's share of the 1917 harvest.

There was much enthusiasm and congratulation over the fact that, despite the remarkable and almost insurmountable production problems encountered by the Goodyear plant, the mark set for the year had been reached and extended, and that the year's business would reach a total of \$12,000,000, said Mr. Fitzgerald. "There was much rejoicing that the 2,500,000 automobile tire production mark had been attained."

The conference developed that in all departments Goodyear has made a most wonderful growth during the past year. Automobile tires still represented the company's largest line and 376 meeting with prodigious sales. It is expected that the 1917 production will represent the 1917 production.

to H. A. Glomsett and a Haynes five-passenger touring car. A. Jones, S. H. Thatcher also gets a Haynes seven-passenger touring.

Gets Release Touring.
Fortunate Hixes have purchased a Release touring from the Pioneer Motor company. Studebaker deliveries by the Elliott-Garrett company were: Bennett & Taber, silver city, Studebaker "six" touring and an order for two more; A. L. Templeton, silver, Studebaker "six" special touring; Mrs. M. D. Stillman, Studebaker "six" touring; Eugene Ferguson, Studebaker "four" touring; Mildred Osgood placed an order for National "highway 17" touring.

The Nauman Motor Sales company reports Hudson superior deliveries in: K. B. French, touring; R. C. Hines, touring; George Sauer, touring. They also delivered two three-quarter ton G. M. C. trucks to the Watson Grocery company and a ton and a half G. M. C. to Crombie & company.

Many Overland Sales.
The El Paso Overland Auto company reports the following deliveries: Bert Gifford, Overland 75 roadster; Alcarado Mining company, Willy Knight roadster; Azar Brothers, Overland 75 delivery; E. R. Lester, Model A Park, Overland 75 and 43 touring; F. C. Meland, Marfa, Overland 32 touring; Albuquerque Overland Auto company, carload of Overlands.

Maxwell deliveries reported by the Buick Motor company were: J. S. Davis, touring; Purdy Baling company, roadster; Cecil hotel, touring; W. W. Smith, touring.

Mr. L. Nauvin reports an order for three two-ton Vellie trucks from the Bassett Lumber company. One of these trucks has already been delivered.

Two Carloads of Vellies.
H. L. Fankhauser, of Globe, Ariz., has placed an order for two carloads of Vellie cars and he will also drive seven-passenger touring from El Paso stock.

The following Dodge deliveries are reported by the Lone Star Motor company: J. E. Bradburn, touring; H. Lestinsky company, roadster; Great Western Oil company, roadster; W. H. Acstin, touring; W. B. Miller, touring; D. R. McClintock, touring; H. A. Hippler, touring; Western Motor company, Alpine, Tex., carload; Sam Watkins, touring; S. M. carload; E. S. depot quartermaster, El Paso, carload.

Eight Chandler Sales.
Chandler deliveries are reported by the Lone Star Motor company as follows: R. T. Smith, touring; James Napoles, touring; W. Shroshire, touring; F. G. Billner, four-passenger roadster; James A. Wright, touring; S. P. Oches, touring; City Service company, touring; James Cox, Las Cruces, four-passenger roadster.

The truck department of the Lone

Star Motor company delivered a two-ton Federal truck to the City Service company this week.

The Cactus Motor company reports the sale of an Allen roadster to Charles Springer.

The Franklin Motor Car company continues short of cars, but manager L. J. Trout looks for a carload of Franklins in about two weeks.

AITKEN LEADING FOR RICH PURSE

Victory in Astor Cup Race Puts Him Ahead of Dario Resta.

By virtue of his record-breaking performance in the Astor cup race held in New York, recently, Aitken forged ahead in the race for the Bosch trophy and champion motor car driver of America title, with the \$10,000 Goodrich prize. He now leads the score with 2528 points, which, however, is not as big a lead that he can rest on his laurels or relax his watch on his speedy Peugeot car; it will have to be in the best trim for the next battle for leadership.

That the next championship title race will be a battle is beyond question, for although Resta did not finish in the Astor cup race, his excellent average, secured in all of the championship races held previously, has given him a score of 2400 points, leaving him only 128 points behind Aitken. Their next meeting in a championship event will result in a battle supreme for the coveted title. Rickenbacker, by his very excellent driving, having gotten more speed out of his Maxwell car than has been possible during the entire season, jumps into third place with a score of 1350 points and therefore leads DePalma, who is now in the fourth position with 1730 points.

Just where the next contest for the championship title is to be held has not been decided by the A. A. A.—perhaps Chicago or New York—but wherever the scene of the speed battle, the spectators are bound to see one of the keenest races that the season has witnessed, for there will be more at stake than the immediate prize of the race.

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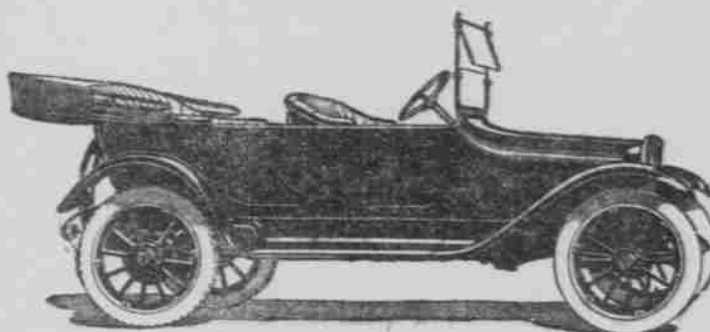
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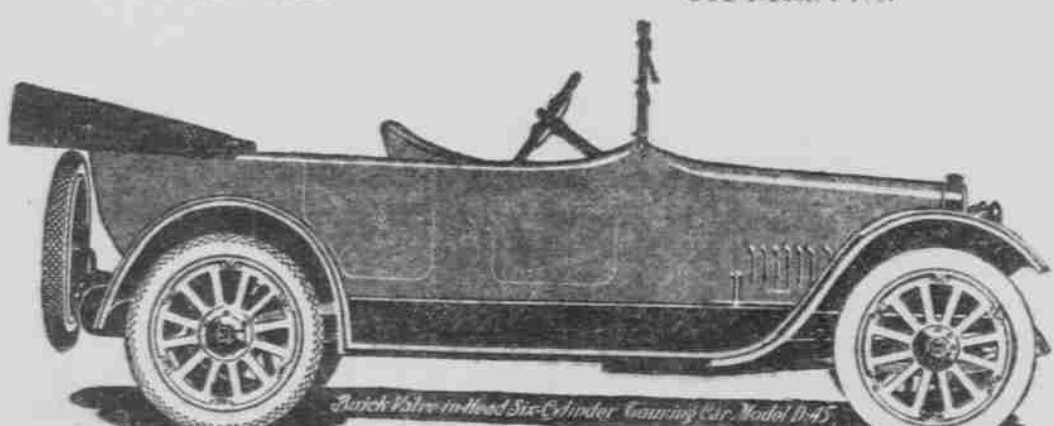
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